custom rates
annual survey summary
1985

a budget guide for 1986 custom rates

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PREFACE

There has been a growing demand for custom rate information as more and more Alberta farmers become involved in either custom work or land rental. In tight economic times, these alternatives to owning assets have their greatest appeal. As custom and rental agreements are being negotiated, it is useful to know what others are paying or charging for similar services. Since 1977, Alberta Agriculture has annually surveyed custom and rental rates to provide information to farmers and custom operators making custom work and rental decisions.

This publication presents a summary of custom work and land rental rates during 1985. These rates are intended only as a guide for 1986. They are not to be interpreted as the rates you may charge or pay.

This publication is a cooperative endeavor by Alberta Agriculture's Statistics Branch and Farm Business Management Branch. The publication was prepared by Garth Nickorick, under the supervision of Gerd Andres, Farm Business Management Branch from data collected by Maureen Whitlock, Statistics Branch.

THE DEPARTMENT GRATEFULLY ACKNOWLEDGES THE CONTRIBUTION OF THE FARMERS AND CUSTOM OPERATORS WHO WILLINGLY COOPERATED BY PROVIDING INFORMATION ABOUT THEIR CUSTOM AND RENTAL RATES.

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INTRODUCTION

Many farmers, because of labor requirements, economics or other reasons do not choose to own all farm machinery. Custom services can often be hired as an alternative way to obtain machinery services. This is particularly true where present machinery can not handle the volume in the time available or where annual volume is small.

Custom work can be defined as contracting men, power units, machinery or other equipment for performing specific farm jobs. Depending on the type of custom operator (casual, part-time or full-time operator), custom rates normally include all costs for operating (variable costs) and some or all costs for owning machinery (fixed costs). Additional costs for labor, management and profit may also be included. Costs for materials such as chemicals, fertilizers, seed and extra labor is not included in custom rates unless specified.

Objective

The Annual Custom Rate Survey began as a response to a need for this type of information by farmers, custom operators and agriculturists. Thus, during 1985, Alberta Agriculture's Statistics Branch and the Farm Business Management Branch continued to collect custom rate information in Alberta.

The specific objective of this publication was to organize and report 1985 custom rates for certain custom operations on the farm. No effort was made to evaluate "fairness" of reported rates. The goal was to report what is being charged, not what should be charged.

Sample Size

The reader should note that the sample size is often small and thus, reported rates should only be used as general indications of rates that are being charged for the various custom operations in Alberta. Custom rates in this publication do not replace the necessity to evaluate individual custom operations on their own merit. Custom rates in this publication are not to be interpreted as recommended rates. To calculate and evaluate individual custom operations, worksheets are provided on Page 28 and 29 of this publication.

Use of Custom Rates

Custom rate information can be useful to many people involved in agriculture and other related activities. Farmers may find custom rates useful as a GUIDE for machinery management, budgeting and financial planning for credit needs. Also, custom rates can be useful as GUIDES in negotiating settlements for work performed for neighbors or others. Lenders, educators, government institutions and others doing budgeting

or planning analysis may also find custom rates useful as GUIDES in their work. Custom operators can use the GUIDES to compare their own rate with the market rate in a certain area.

Understanding the Tables

Custom rates for various operations in Alberta are illustrated on pages 5 to 26. The tables are itemized under type of OPERATION surveyed, location where rates apply, most common rates charged in 1984, range of rates charged in 1985 and most common rates charged in 1985. Under the heading LOCATION, six regions were identified. These regions are outlined on the map on the next page. Where the LOCATION is identified as south, central and north, two regions are combined into one location. South consists of Region 1 and 2, Central consists of Region 3 and 4, and North consists of Region 5 and 6.

Custom rates in 1985 for the various operations are shown as RANGE-1985 and MOST COMMON-1985. The rates quoted most often by custom operators are under the heading MOST COMMON-1985. Variations in rates from lowest to highest are under the heading RANGE-1985. The reason for these ranges are due to many factors of which some are listed below.

Lower rates may be influenced by:

a) neighborly work exchange;
b) location of job in relation to home base of custom operator;
c) custom operator's desire to cover variable costs, but not necessarily all fixed costs;
d) use of older equipment which does not reflect current investment cost;
e) the farmer hiring custom services may provide some part of the costs such as: his own labor, meals, fuel, supervision, transportation or other convenience services; and
f) the size of job.

Higher rates may be influenced by:

a) full-time custom operators who are covering all costs;
b) charging what the market will bear;
c) tough jobs requiring extra power, repairs, fuel or time;
d) field conditions such as rocks, rough terrain, obstructions, or high yield crops; and
e) small size jobs.

WOOD
BUFFALO
NATIONAL
PARK
PEACE
RIVER
REGION
FAIRVIEW
6
NORTH
EAST
REGION
4
BARRHEAD
NORTH WEST
REGION
5
WILLMORE
WILDERNESS
PARK
JASPER
NATIONAL
PARK
VERMILION
NORTH CENTRAL REGION
RED DEER
3
BANFF
NATIONAL
PARK
SOUTH CENTRAL REGION
2
CALGARY
1
SOUTHERN REGION
LETHBRIDGE
WATERTON LAKES
NATIONAL PARK
Alberta
CANADA
AGRICULTURAL REGIONS
REGIONAL OFFICE

HOW TO USE CUSTOM RATE INFORMATION

Rates quoted in this publication for the various custom operations are expressed in numerous ways (per hour, ton, tonne, bale, acres, etc.). Before comparing the various custom operations, always choose the appropriate basis in which to compare. For example, grain harvesting may require a per acre cost as compared to corral cleaning where a per tonne is more appropriate. When custom rates are given in dollars per hour, a person is advised to always convert to a physical unit cost (bushels, tonnes, acres) that is appropriate to that operation. A low cost per hour can be a very high cost per acre, tonne, etc. Thus, analyzing the rates should be done with care.

Since custom rates quoted in this publication may not suit all custom operators and those hiring custom work, it is advisable to calculate one's own custom costs. The worksheets on page 28 and 29 provide a means for doing the calculations.

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1984	RANGE - 1985	MOST COMMON - 1985
Plowing				
	South	$3.40-17.00/ac	$15.00-20.00/ac	$15.00-20.00/ac
* One Report	Central	* $11.60/ac	* $13.00/ac	* $13.00/ac
Surveyed October 1985				
Total Reports 7	North	$6.00-7.50/ac	$6.00-12.00/ac	$6.00-9.50/ac
Discing				
	Region 1	$3.40-4.50/ac	$6.00-8.00/ac	$6.00-8.00/ac
	Region 2	$5.00-7.00/ac	$5.00-10.00/ac	$5.00-10.00/ac
	Region 3	$3.70-5.85/ac	$5.50-7.50/ac	$5.50-7.50/ac
	Region 4	* $5.00/ac	$5.00-15.00/ac	$5.00-6.00/ac
* One Report	Region 5	$6.00-10.00/ac	$6.00-12.20/ac	$6.00-11.00/ac
Surveyed October 1985				
Total Reports 20	Region 6	* $8.00/ac	* $6.50/ac	* $6.50/ac
Cultivating				
	Region 1	$3.00-4.50/ac	$3.00-10.00/ac	$3.00/ac
	Region 2	$4.75-5.50/ac	$3.50-7.50/ac	$5.00-7.00/ac
	Region 3	$4.90-6.00/ac	$3.50-5.50/ac	$3.50-5.50/ac
	Region 4	* $5.00/ac	$4.00-6.00/ac	$4.00-6.00/ac
* One Report	Region 5	$6.00-7.50/ac	$3.50-8.20/ac	$5.50-7.50/ac
Surveyed October 1985				
Total Reports 34	Region 6	* $4.50/ac	$2.50-5.50/ac	$3.50-5.00/ac
Harrows	Alberta	$1.75-3.40/ac	* $1.00/ac	* $1.00/ac
* One Report				
Surveyed October 1985				
Total Reports 1				

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1984	RANGE - 1985	MOST COMMON - 1985
Ground Seeding	Region 1	$3.00-5.50/ac	** $5.50-6.50/ac	** $5.50-6.50/ac
	Region 2	** $4.00-7.50/ac	* $3.50/ac	* $3.50/ac
	Region 3	$2.50-2.75/ac	$2.20-6.50/ac	$2.20-6.50/ac
	Region 4	* $1.75/ac	* $50/h	* $50/h
* One Report ** Includes Air Seeders Surveyed June 1985 Total Reports 7	Region 5	** $4.00-7.00/ac	** $6.00/ac	** $6.00/ac
	Region 6	--	--	--
Aerial Seeding	Region 1	$4.50-5.00/ac	$3.50-5.00/ac	$4.50-5.00/ac
	Region 2	* $2.50/ac	$3.00-3.75/ac	$3.00-3.75/ac
	Region 3	$3.50-4.00/ac	$3.50-4.50/ac	$3.50-4.50/ac
	Region 4	$3.00-4.00/ac	$3.00-4.25/ac	$3.25-3.75/ac
* One Report Surveyed June 1985 Total Reports 20	Region 5	$3.50-4.50/ac	$3.50-5.00/ac	$3.50-5.00/ac
	Region 6	$3.00-3.50/ac	$3.00-3.25/ac	$3.00-3.25/ac
Granular Fertilizer Application	Region 1	$2.75-3.00/ac	$2.00-3.25/ac	$3.00/ac
Truck Mount, Floaters & Pull-Type	Region 2	$2.75-3.50/ac	$3.00-4.00/ac	$3.00-4.00/ac
	Region 3	$2.50-3.00/ac	$2.50-3.50/ac	$2.75-3.00/ac
	Region 4	$2.50-3.00/ac	$1.75-2.75/ac	$1.75-2.75/ac
* One Report Surveyed June 1985 Total Reports 23	Region 5	$2.00-$3.00/ac	$2.00-2.75/ac	$2.75/ac
	Region 6	$3.00-3.25/ac	$3.00-3.50/ac	$3.00-3.50/ac
Granular Fertilizer Application	South	$4.00/ac	* $3.50-6.50/ac	* $3.50-6.50/ac
Air Seeder	Central	$5.00-5.50/ac	* $3.25-7.50/ac	* $3.25-7.50/ac
* Laborer included Surveyed June 1985 Total Reports 9	North	$4.00-7.00/ac	* $7.50-8.50/ac	* $7.50-8.50/ac

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1984	RANGE - 1985	MOST COMMON - 1985
Aerial Granular Fertilizer				
	Region 1	* $3.50/ac	$3.50-4.75/ac	$3.50-4.75/ac
	Region 2	* $3.50/ac	* $3.75/ac	* $3.75/ac
	Region 3	-	$4.00/ac	$4.00/ac
	Region 4	$3.50-5.50/ac	$4.00-5.00/ac	$4.00-5.00/ac
	Region 5	* $3.50/ac	-	-
* One Report Surveyed June 1985 Total Reports 10	Region 6	* $3.50/100 lb	$4.00/ac	$4.00/ac
Anhydrous Ammonia Application				
	Region 1	$420-440/tonne	$445-460/tonne	$445-460/tonne
	Region 2	$390-465/tonne	* $475/tonne	* $475/tonne
	Region 3	$445-450/tonne	$460-483/tonne	$465-475/tonne
	Region 4	$450-455/tonne	$470-485/tonne	$470-485/tonne
* One Report Surveyed June 1985	Region 5	$430-450/tonne	$450-455/tonne	$455/tonne
Total Reports 18	Region 6	$475-567/tonne	$485-525/tonne	$485-510/tonne
Liquid Fertilizer Application	Region 1	$2.75-4.25/ac	$3.00-4.75/ac	$3.00-$4.75/ac
Floater, Truck Mount, Pull-Type & Fixed Wing	Region 2	$2.75-3.50/ac	* $3.50/ac	* $3.50/ac
	Region 3	$2.75-3.50/ac	* $3.00/ac	* $3.00/ac
	Region 4	$3.00-3.50/ac	* $3.00/ac	* $3.00/ac
* One Report Surveyed June 1985	Region 5	* $2.75/ac	* $2.75/ac	* $2.75/ac
Total Reports 6	Region 6	$3.25-3.70/ac	-	-

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1984	RANGE - 1985	MOST COMMON - 1985
Herbicide Application				
Truck, Floater, Pull-Type & Air Seeder	Region 1	$2.75-3.50/ac	$2.00-3.75/ac	$2.00-3.25/ac
	Region 2	$1.75-3.50/ac	$1.75-3.50/ac	$2.50-3.50/ac
	Region 3	$2.00-3.50/ac	$2.20-2.75/ac	$2.50-2.75/ac
	Region 4	$2.50-3.50/ac	$1.25-3.00/ac	$2.75-3.00/ac
* One Report Surveyed June 1985 Total Reports 24	Region 5	$1.75-3.25/ac	$2.00-3.10/ac	$2.75-3.10/ac
	Region 6	* $3.25/ac	$3.00-3.50/ac	$3.00-$3.50/ac
Aerial Herbicide				
	Region 1	$2.75-4.50/ac	$2.75-4.25/ac	$3.00/ac 1 gal
	Region 2	$2.50-4.25/ac	$2.60-4.50/ac	$4.00/ac 3 gal
	Region 3	$3.25-$3.50/ac	$3.10-$3.50/ac	$3.10-3.50/ac 1 gal
	Region 4	$2.75-4.25/ac	$3.00-4.25/ac	$3.25/ac 1 gal $4.00/ac 3 gal
* One Report Surveyed June 1985 Total Reports 20	Region 5	$3.15-4.20/ac	* $3.25-4.25/ac	* $3.25-4.25/ac
	Region 6	$3.00-4.00/ac	$3.00-4.15/ac	$3.20/ac 1 gal $4.00/ac 3 gal
Grain Swathing				
	Region 1	$5.00-6.00/ac	$40/h	$40/h
	Region 2	$5.00-6.00/ac	$3.00-7.00/ac	$3.00-6.00/ac
	Region 3	$5.00-10.00/ac	* $5.00/ac	* $5.00/ac
	Region 4	$4.50-5.50/ac	$4.50-6.00/ac	$4.50-6.00/ac
	Region 5	$3.00-6.00/ac	$5.00/ac * $38-45/h	$5.00/ac $38-45/h
* One Report Surveyed September-October 1985 Total Reports 18	Region 6	$5.00/ac	* $4.00/ac	* $4.00/ac

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1984	RANGE - 1985	MOST COMMON - 1985
Combining				
	Region 1	$15.00/ac	$12.00-21.00/ac	** $14.00-20.00/ac
	Region 2	$12.00-18.00/ac	$10.00-13.00/ac * $95/h	$10.00-13.00/ac * $95/h
	Region 3	$12.50-14.00/ac * $95/h	$12.00-13.00/ac $70-100/h	$12.00-13.00/ac $70-100/h
	Region 4	$12.00-15.00/ac	$12.00-15.00/ac $90/h	$12.00-15.00/ac $90/h
* One Report ** Irrigated crops charge at upper end of range. Surveyed September-October 1985 Total Reports 30	Region 5	$8.75-15.00/ac	* $12.00/ac $55-90/h	* $12.00/ac $55-90/h
	Region 6	$12.00-14.00/ac	* $12.00/ac $75-110/h	* $12.00/ac $75-110/h
Combining and Hauling				
	Region 1	$16.00-18.00/ac	$12.00-19.00/ac	$12.00-19.00/ac
	Region 2	$15.00-17.00/ac	$18.75-20.00/ac	$18.75-20.00/ac
	Region 3	-	* $14.00/ac $90-100/h	* $14.00/ac $90-100/h
	Region 4	$14.00-17.00/ac	$15.00/ac * $100/h	$15.00/ac * $100/h
* One Report Surveyed September-October 1985 Total Reports 14	Region 5	$14.00-15.00/ac	* $15.00/ac * $75/h	* $15.00/ac * $75/h
	Region 6	$13.00-15.60/ac	* $95/h	* $95/h
Straight Combining				
	Region 1		$10.00-18.00/ac	$12.00/ac
(First year on survey)	Region 2		-	-
	Region 3		* $12.50/ac	* $12.50/ac
	Region 4		* $12.00/ac	* $12.00/ac
* One Report Surveyed September-October, 1985 Total Reports 10	Region 5		-	-
	Region 6		-	-

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1984	RANGE - 1985	MOST COMMON - 1985
Straight Combining and Hauling				
(First year on survey)	Region 1		$10.00-16.00/ac	$12.00-15.00/ac
	Region 2		$12.00-18.00/ac	$12.00-18.00/ac
	Region 3		* $15.00/ac	* $15.00/ac
	Region 4		-	-
* One Report	Region 5		-	-
Surveyed September-October, 1985				
Total Reports 7	Region 6		-	-
Grain Drying				
	South	$.28-.33/bu	$.13-.27/bu	$.13-.27/bu
	Central	$.30-.35/bu	$.14-.34/bu	$.14-.34/bu
Surveyed September-October 1985				
Total Reports 13	North	$.12-.35/bu	$.14-.23/bu	$.14-.23/bu

		0-24 Miles	25-50 Miles	51-100 Miles	Over 100 Miles
Long Distance Grain Hauling					
22 to 37 tonne trucks	Region 1				
$ per tonne	Range	$3.00-7.50	$5.75-10.00	* $6.98	$4.85-12.00
	Most Common	$4.50-5.75	$6.25-7.75	* $6.98	$6.75-10.10
	Region 2				
	Range	$4.80-6.73	$4.96-8.06	$10.67-11.50	* $1.40 running mile
	Most Common	$4.80-6.73	$5.50-7.60	$10.67-11.50	
	Region 3				
	Range	$3.70-6.45	$5.53-7.80	$8.09-10.10	$10.85-22.36
	Most Common	$4.00-6.00	$6.00-7.35	$8.09-10.10	$10.85-22.36
	Region 4				
	Range	$3.50-5.77	$5.72-7.02	$6.82-8.32	$10.24-14.16
	Most Common	$4.00-5.77	$5.72-7.02	$6.82-8.32	$10.24-14.16
	Region 5				
	Range	* $7.80	$5.72-8.00	-	* $10.67
	Most Common	* $7.80	$5.72-8.00	-	* $10.67
* One Report	Region 6				
Surveyed September-October 1985	Range	* $5.60	$5.90-7.00	$8.50	$10.50-27.50
Total Surveyed 99	Most Common	* $5.60	$5.90-7.00	$8.50	$10.50-27.50

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON 1984	RANGE 1985	MOST COMMON 1985
Cutting & Conditioning Hay				
	Region 1	$11.70-12.00/ac	$9.00-12.00/ac	$9.00-12.00/ac
	Region 2	$7.00-9.00/ac	$6.50-11.00/ac	$9.00-11.00/ac
	Region 3	$6.00-7.00/ac	$6.00-8.00/ac * $50/h	$7.00-8.00/ac * $50/h
	Region 4	* $6.50/ac	-	-
	Region 5	$6.50-10.00/ac	$7.00-10.00/ac * $45/h	$7.00-10.00/ac * $45/h
* One Report Surveyed July 1985 Total Reports 21	Region 6	$8.00/ac	* $5.00/ac	* $5.00/ac
Baling				
Small Square	Region 1	* $.35/bale	$.25-.35/bale	$.25-.35/bale
	Region 2	$.30/bale	$.31-.40/bale	$.35-.40/bale
	Region 3	$.25-.45/bale	$.28-.45/bale	$.28-.45/bale
	Region 4	-	-	-
* One Report Surveyed July 1985 Total Reports 9	Region 5	-	-	-
	Region 6	-	-	-
Stacking and Hauling				
Small Square Bales	South	$.25-.45/bale	$.20-.55/bale	$.30-.45/bale
* One Report Surveyed July 1985 Total Reports 7	Central	$.26-.30/bale	-	-
	North	-	* $.50/bale	* $.50/bale
Stacking				
Small Square Bales	South	$.24-.30/bale	$.18-.40/bale	$.22-.30/bale
* One Report Surveyed July 1985 Total Reports 11	Central	* $.25/bale	$.25-.30/bale	$.25-.30/bale
	North	-	-	-

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON 1984	RANGE 1985	MOST COMMON 1985
Baling				
Round Bales	Region 1	* $6.50/bale	$6.50-8.00/bale	$6.50-8.00/bale
	Region 2	$5.00-7.00/bale	$5.00-10.00/bale	$6.00-7.00/bale
	Region 3	$5.00-6.00/bale	$5.00-6.50/bale	$6.00-6.50/bale
	Region 4	$3.50-7.00/bale	* $4.00-7.00/bale	* $4.00-7.00/bale
* One Report Surveyed July 1985	Region 5	$5.00-5.50/bale	$4.00-5.00/bale	$5.00/bale
Total Reports 22	Region 6	$4.00-6.00/bale	$4.00-7.00/bale	$4.00-7.00/bale
Stacking				
Round Bales	South	* $40/h	$2.00-3.00/bale	$2.00-3.00/bale
* One Report Surveyed July 1985	Central	-	-	-
Total Reports 3	North	* $1.75/bale	-	-
Swathing - Silage				
	South	$5.00-6.75/ac	$4.00-7.00/ac	$4.00-7.00/ac
* One Report Surveyed August 1985	Central	$5.00-6.00/ac	$7.00-10.00/ac	$7.00-10.00/ac
Total Reports 8	North	* $8.00/ac	$38-60/h	$38-60/h
Harvesting Silage (Wet)				
	South	$2.75-3.94/tonne	$3.00-5.35/ac * $110/h	$3.00-5.35/ac * $110/h
* One Report Surveyed August 1985	Central	* $1.75/tonne	* $80/h	* $80/h
Total Reports 6	North	* $3.94/tonne	* $90/h	* $90/h
Hauling Silage				
	South	$30-40/h	* $33/h	* $33/h
	Central	$30-40/h	$35-50/h	$35-50/h
Surveyed August 1985 Total Reports 6	North	* $35/h	$35-45/h	$35-45/h

RATES SURVEYED

		MOST COMMON - 1984	RANGE - 1985	MOST COMMON - 1985
Packing Silage				
	South	* $1.10/tonne * $60/h	$1.00-1.65/tonne $75-100/h	$1.00-1.65/tonne $75-100/h
	Central	* $1.65/tonne * $50/h	$40-65/h	$40-65/h
	North	$50/h	-	-
Combined Silage Making Operations				
Swathing, Harvesting, Hauling & Packing	Alberta	$7.00-12.00/tonne	$7.00-12.00/tonne $175-190/h	$7.00-12.00/tonne $175-190/h
Harvesting, Hauling & Packing	Alberta	$100-125/h	-	-
Swathing, Harvesting & Hauling	Alberta	* $9.00/tonne	$8.00/tonne	$8.00/tonne
Silo Press	Alberta	* $1800/bag	* $1500/bag * $1375/bag no swathing	* $1500/bag * $1375/bag
Harvesting & Hauling	Alberta	$160-190/h	$130-160/h	$130-160/h
Swathing & Harvesting	Alberta	* $45/h	-	-
Long Distance Hay Hauling		**Under 100 Miles**	**100-200 Miles**	**Over 200 Miles**
	South	$2.25-3.00/loaded mile	$2.00-2.75/loaded mile	$2.25/loaded mile
	Central	$2.30-3.00/loaded mile	$2.00-2.75/loaded mile	--
	North	* $2.85/loaded mile	--	* $2.66/loaded mile

* One Report
Surveyed August 1985
Total Reports 9

* One Report
Surveyed August 1985
Total Reports 11

* One Report
Surveyed July 1985
Total Reports 16

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1984	RANGE - 1985	MOST COMMON - 1985
Grain Processing - Grinding				
Per Tonne	Region 1	$12.00-15.45/tonne	$12.00-20.00/tonne	$12.00-20.00/tonne
	Region 2	$8.25-13.00	$8.25-30.00	$12.00-20.00
	Region 3	$8.80-11.00	$8.80-15.00	$9.00-13.00
	Region 4	* $8.00	$8.00-14.00	$8.00-14.00
	Region 5	$6.50-8.80	$7.20-12.50 $36.00-40.00/150 bu	$7.20-12.50
* One Report Surveyed November 1985 Total Reports 25	Region 6	* $13.20	$12.00-15.00	$12.00-15.00
Grain Processing - Dry Rolling				
Per Tonne	Region 1	$12.00-15.00/tonne	$12.00-15.00/tonne	$12.00-15.00/tonne
	Region 2	$10.00-12.00	$8.25-17.50	$12.00-15.40
	Region 3	$8.00-10.00	$6.90-15.00	$8.15-11.00
	Region 4	* $8.00	$8.00-14.00	$8.00-14.00
	Region 5	$6.50-8.80 $35.00/125 bu	$7.20-12.50 $33.00-40.00/125 bu	$7.20-12.50 $33.00-40.00/125 bu
* One Report Surveyed November 1985 Total Reports 27	Region 6	* $13.20	$12.00-15.00	$12.00-15.00
Grain Processing - Steam Rolling				
Per Tonne	South	$15.00-18.00/tonne	$15.00-22.00/tonne	$15.00-22.00/tonne
* One Report Surveyed November 1985	Central	* $19.80	$6.90-25.00	$6.90-25.00
Total Reports 10	North	* $17.50	$18.00-20.00	$18.00-20.00
Grain Processing - Pelleting				
Per Tonne	South	$15.00-18.00/tonne	$22.00-30.00/tonne	$22.00-30.00/tonne
* One Report Surveyed November 1985	Central	* $38.60/tonne	$28.00-38.80	$28.00-38.80
Total Reports 5	North	-	-	-

OPERATION — RATES SURVEYED

Livestock Hauling - Alberta

Miles	Possum Belly Liner	Straightliner	Body Truck
0-50 miles	$100-200/load	$100-150/load * $3.00/loaded mile	$50-80/load
50-100 miles	$175-300/load $2.50-3.00/loaded mile	$125-275/load * $2.00/loaded mile	$110-200/load
100-200 miles	$290-425/load $2.40-3.00/loaded mile	$275-450/load * $2.00/loaded mile	* $300/load $2.00-2.20/loaded mile
200+ miles	$2.40-3.00/loaded mile	$2.25-2.75/loaded mile	-

Surveyed November 1985
Total Reports 65

Custom Corral Cleaning - Alberta

Type of Equipment	Range 1984	Range 1985
1-2 Loaders, 2 Spreaders, 4-5 Operators	$145-170/h $40-45/h/unit	$150-176/h $40/h/unit
Loader, 2 Spreaders, 2-3 Operators	$90-140/h $35/h/unit	$70-140/h $35-45/h/unit
Loader, 1 Spreader, Operator	$32-160/h	* $55/h $45/h/unit
1-2 Truck Mount Spreader with Operator	* $45/h/unit	
Loader with Operator	$30-55/h * $25/load	* $55/h
Hauling Fee	* $30/load	-

* One Report
Surveyed November 1985
Total Reports 24

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1984	RANGE - 1985	MOST COMMON - 1985
Fence Construction	Alberta			
3 & 4 Wires, Labor, Equipment		$590-1000/km $37.50-50.00/h	$700-2250/mi $20.00-95.00/h	$1000-1300/mi
Planking, Labor, Equipment		$1.25-2.00/ft $45.00-50.00/h	* $60.00/h	* $60.00/h
Planking, Labor, Equipment, Material		* $6.00/ft	-	-
Chain Link, Labor, Equipment		$1.50-3.00/ft	* $1.90/ft	* $1.90/ft
Chain Link, Labor, Equipment, Material		$6.00-10.00/ft	-	-
Page Wire * One Report Surveyed November 1985 Total Report 24		* $1.25/ft $50.00/h $275-1225/160 ac	-	-
Fence Removal	Alberta			
Barbed Wire		$220-290/km	$300-550/mi	$300-500/mi
Chain Link		$.30-1.50/ft	-	-
Planking * One Report Surveyed November 1985 Total Reports 12		* $1.25/ft	-	-
Post Pounding	Alberta	$25.00-55.00/h	$20.00-80.00	$25.00-36.00/h
Labor, Equipment * One Report Surveyed November 1985 Total Reports 11		* $875/km * $.30/post	* $625/mi * $1.10/post	$625/mi * $1.10/post

LAND BREAKING AND CLEARING

The land clearing and breaking survey was conducted in October and November, 1985. One hundred and thiry-nine contacts were made thoughout the province and tabulated below. Please note that these rates (indicated on a per acre basis) can vary depending on bush type, terrain and equipment used. Rates are based on one pass.

SOUTHERN ALBERTA

OPERATION	EQUIPMENT	COST PER ACRE MOST COMMON 1984	RANGE 1985	MOST COMMON 1985
Brushing and Piling	D6 (140-180 hp)	-	-	-
	D7, D7E (180-200 hp)	$140	$100-125	$100-125
	D8 (225-335 hp)	$120-135	* $129	* $129
Brushing and Piling (per hour)	D6	-	-	-
	D7	-	$57-70/h	$57-70/h
	D8	-	* $80/h	* $80/h
Repiling		* $38.00	* $35.00	* $35.00
Ripping		-	* $62.70	* $62.70
			* $112/h	* $112/h
Discing	14' Rome Disc		* $55/h	* $55/h
	All Others	$7.00	$5.00-8.00	$6.00-8.00
Plowing	Rental		* $15.00	* $15.00
	Grassland		* $20.00	* $20.00
	Other		* $75.00	* $75.00
Cultivating	Cultivator	* $13.00	$5.00-8.00	$5.00-8.00
Rototilling		* $110	-	-
Root Raking			-	-
Rock Raking	20' Rockomatic	* $59/h	-	-
Dugouts	D7 (180-200 hp)	-	-	-
	D8 (225-335 hp)	$90/h	-	-

CENTRAL ALBERTA

OPERATION	EQUIPMENT	COST PER ACRE MOST COMMON 1984	RANGE 1985	MOST COMMON 1985
Brushing and Piling	D6 w/ dozer blade, D6E (140-180 hp)	$110-200	$55-65 * $100/h	$55-65 * $100/h
	D7, D7G, D7, 17A (180-200 hp)	$92.50-130.00	$70-90 $70-160/h	$75 $95-115/h
	D8 (225-335 hp)	$127-128	* $96.00 * $100/h	* $96.00 * $100/h
Repiling		-	$30.00-38.00	$30.00-38.00
Ripping	D7 (180-200 hp)	$150-180	$85-95/h	$85-95/h
Discing	Kello Disc	$17-20	* $22.50 $55-90/h	* $22.50 $55-75/h
	Rome Disc	* $32.50	$18.00-38.00	$18.00-38.00
Plowing	8 bottom	-	* $90/h	* $90/h
	5 bottom	-	* $48/h	* $48/h
Rototilling	8' Hadge	-	$120-180/h	$120-180/h
Root Raking	D7, 12' Rake (180-200 hp)	* $82/h	-	-
Dugouts	D6E, D6O (145-180 hp)	$55-65/h	* $55/h	* $55/h
	D7 (180-200 hp)	* $88/h	-	-
	D8 (225-335 hp)	* $101/h	-	-

NORTHERN ALBERTA

COST PER ACRE

OPERATION	EQUIPMENT	MOST COMMON 1984	RANGE 1985	MOST COMMON 1985
Brushing and Piling	D6, D6C (140-180 hp)	$97.50-103.00	-	-
	D7, D7E, D7G (180-200 hp)	$95-102	-	-
			$65-125/h	$65-125/h
	D8, D8H (225-335 hp)	$100-104	$90.00-95.00	$90.00-95.00
			$85-125/h	$85-125/h
	D9	-	$118.00	$118.00
Repiling	D7G (200 hp)	$9.00-9.70	$12.00-25.00	$12.00-15.00
Ripping	D7E (180 hp)	* $120	-	-
Discing	10'-12' Kello Disc	$21.40-25.00	$10.00-24.00	$10.00-24.00
	9.5'-12' Rome Disc	$18-20	$20.00-35.00	$25.00-30.00
Plowing	2x26 Plow	* $36.70	* $34.00	* $34.00
	3 x 24 Plow	-	$34.00-39.00	$34.00-39.00
	4 x 26 Plow	-	$30.00-33.00	$30.00-33.00
Cultivating	12'-14' Chisel Plow	$12.00	-	-
Root Raking	Rake	* $53/h	$21.00	$21.00
	Rental	-	* $7.00	* $7.00
Dugout, Drainage, Ditching		$55-67	$65-85/h	$65/h
			$.60-1.10/yd^3	$.70-.90/yd^3

* One Report
Surveyed October and November 1985
Total Reports 125

MACHINE RENTAL

OPERATION	LOCATION	MOST COMMON - 1983	RANGE - 1984	MOST COMMON - 1984
Air Seeder	Alberta	$1.75-2.75/ac	$1.50-4.00/ac	$2.50-4.00/ac
Seed Drill * One Report Surveyed June 1985 Total Reports 6	Alberta	* $28/day	-	-
Anhydrous Ammonia Equipment	Region 1	$45-75/tonne	* $50/tonne	* $50/tonne
	Region 2	$37-75/tonne	$22-80/tonne	$22-80/tonne
	Region 3	$70-75/tonne	* $22/tonne * $5/ac	* $22/tonne * $5/ac
	Region 4	$22-85/tonne	$16-85/tonne	$16-85/tonne
* One Report Surveyed June 1985 Total Reports 11	Region 5	$75/tonne	* $75/tonne	* $75/tonne
	Region 6	* $50/tonne	-	-
Liquid Fertilizer Equipment	South	* $.75/ac	$.75-4.00/ac	$.75-4.00/ac
* One Report Surveyed June 1985 Total Reports 4	Central	* $3.50/ac	-	-
	North	* $1.50/ac	-	-
Herbicide Equipment (Pull-Type)	South	$.75-1.00/ac	$.80-1.25/ac	$1.00/ac
	Central	$.50-.80/ac	$.75-1.00/ac	$.75-1.00/ac
Surveyed June 1985 Total Reports 21	North	$.60-1.00/ac	$.50-1.00/ac	$.75-1.00/ac
Fertilizer (Pull-Type)	South	$.75-1.00/ac $4.00-5.50/tonne $40-45/day	$.65-1.00/ac $4.00/tonne $20-35/day	$.75-1.00/ac $4.00/tonne $20-35/day
	Central	$.50-1.00/ac $5.00-6.00/tonne $20-30/day	$.75-1.00/ac $5.00-9.00/tonne $30-50/day	$.75-1.00/ac $5.00-9.00/tonne $30-50/day
* One Report Surveyed June 1985 Total Reports 32	North	* $.60/ac $5.00-9.00/tonne $45-55/day	$.60-1.75/ac $4.00-9.00/tonne $20-75/day	$.60-1.00/ac $4.00-9.00/tonne $40-50/day
Tractors				
Under 60 PTO hp 60-100 PTO hp 100-180 PTO hp 4 WD	Alberta	$.24/h/PTO hp $.24-.26/h/PTO hp $.20/h/PTO hp $.21/h/PTO hp	$.20/h/PTO hp $.18-.20/h/PTO hp $.18-.20/h/PTO hp $.18/h/PTO hp	

LAND LEASING

Land leasing is an important element of farming today. In 1985 fifty-five per cent of land rented in Alberta was on a cash basis. In 1985 forty-five per cent surveyed had a crop share arrangement. The figures reveal a downward trend of three per cent in crop share agreements. At the same time the cash rent agreements have increased three per cent. Crop share agreements involve a sharing of risk between landlord and tenant, while cash rent leases leave all risk with the tenant.

The major factors that seem to influence the rental rates for land are:

1) The demand for rental land in the area;
2) Variation in the quality and productivity of land;
3) Transactions at arm's length;
4) The dependability of the tenant;
5) The length and terms of the lease or cash rent agreement;
6) Location; and
7) Who's willing to bear the risk.

The rates listed below are broken into major regions of the province. The variability in the price is basically due to the above factors.

CASH RENT CROPLAND

OPERATION	LOCATION		MOST COMMON - 1984	RANGE - 1985	MOST COMMON - 1985
	Region 1	Irrigated	$60-80/ac	$15-118/ac	$60-90/ac
		Non Irrigated	$25-35/ac	$7.50-45/ac	$12-30/ac
	Region 2		$25-35/ac	$7-50/ac	$25-45/ac
	Region 3		$20-30/ac	$12.50-50/ac	$25-40/ac
	Region 4		$25-35/ac	$15-51/ac	$24-37/ac
* Irrigated Land Surveyed February, March, April 1985 Total Reports 168	Region 5		$15-25/ac	$5-40/ac	$15-40/ac
	Region 6		$15-20/ac	$14-25/ac	$15-22/ac

ADDITIONAL INFORMATION FOR CASH RENT ARRANGEMENTS

- 33% of the agreements were for a 1 year term. This was a decrease of 9% from 1984.
- 3% of the agreements were for a 2 year term. This was an decrease of 5% from 1984.
- 26% of the agreements were for a 3 year term. This was an increase of 2% from 1984.
- 3% of the agreements were for a 4 year term. This was an increase of 2% from 1984.
- 17% of the agreements were for a 5 year term. This was a increase of 5% from 1984.
- 11% of the agreements were for over a 5 year term. This was a increase of 4% from 1984.
- 7% of the surveys did not state a term. This was a increase of 1% from 1984.

- In Region 1, 60% of all land agreements were on a cash basis. This was a increase of 15% from 1984.
- In Region 2, 49% of all land agreements were on a cash basis. This was an increase of 7% from 1984.
- In Region 3, 63% of all land agreements were on a cash basis. This was an decrease of 1% from 1984.
- In Region 4, 62% of all land agreements were on a cash basis. This was a increase of 3% from 1984.
- In Region 5, 48% of all land agreements were on a cash basis. This was a decrease of 18% from 1984.
- In Region 6, 47% of all land agreements were on a cash basis. This was a increase of 7% from 1984.

Region	Number of Leases	Cropshare Agreement (Per Cent) Landlord	Tenant	Notes
1	22	33	67	Landlord pays tax & water if irrigated.
	5	40	60	Landlord tenant split fertilizer and chemicals in 3 of 5.
	2	50	50	Landlord tenant split fertilizer and chemicals.
2	28	33	67	
	3	40	60	Landlord tenant split fertilizer and chemicals.
	2	50	50	
3	1	25	75	
	20	33	67	Landlord tenant split fertilizer and chemicals.
	1	50	50	
4	2	25	75	
	12	33	67	Landlord tenant split fertilizer, chemicals and seed.
	2	50	50	
5	18	33	67	
6	11	25	75	
	8	33	67	Landlord tenant split fertilizer, chemicals and seed.

Surveyed February, 1985
Total Reports 134

ADDITIONAL INFORMATION FOR CROPSHARE ARRANGEMENTS

- 21% of the agreements were for a term of 1 year. This was a decrease of 8% from 1984.
- 3% of the agreements were for a term of 2 years. This was an increase of 1% from 1984.
- 27% of the agreements were for a term of 3 years. This was an decrease of 3% from 1984.
- 1% of the agreements were for a term of 4 years. This was an decrease of 1% from 1984.
- 17% of the agreements were for a term of 5 years. This is an increase of 1% from 1984.
- 20% of the agreements were for a term of over 5 years. This was a increase of 16% from 1984.
- 11% of the surveys did not state a term. This was an decrease of 6% from 1984.

- In Region 1, 40% of all land agreements were on a cropshare arrangement. This was an decrease of 15% from 1984.
- In Region 2, 51% of all land agreements were on a cropshare arrangement. This was a decrease of 7% from 1984.
- In Region 3, 37% of all land agreements were on a cropshare arrangement. This was a increase of 1% from 1984.
- In Region 4, 38% of all land agreements were on a cropshare arrangement. This was an decrease of 3% from 1984.
- In Region 5, 52% of all land agreements were on a cropshare arrangement. This was an increase of 18% from 1984.
- In Region 6, 53% of all land agreements were on a cropshare arrangement. This was an decrease of 7% from 1984.

CASH RENT - PASTURE

Location	Most Common - 1984	Range - 1985	Most Common - 1985
Region 1	$6.00-10.70/AUM $2.00-7.00/ac	$10.00-18.00/AUM * $12.00/ac	$10.00-18.00/AUM * $12.00/ac
Region 2	$6.25-9.60/AUM $3.60-13.60/ac	$6.50-27.00/AUM $10.50-19.00/ac	$10.00-15.00/AUM $10.00-15.60/ac
Region 3	$6.00-10.00/AUM $11.15-13.25/ac	$6.00-12.00/AUM $15.00-30.00/ac	$6.00-12.00/AUM $15.00-30.00/ac
Region 4	$10.00-12.00/AUM $.27-6.25/ac	$6.00-10.00/AUM	$6.00-10.00/AUM
Region 5	$1.38-8.00/AUM $10.00-12.50/ac	$1.00-25.00/AUM $4.00-15.00/ac	$1.00-4.00/AUM $10.00-15.00/ac
Region 6	* $1.65/AUM $.19-25.00/ac	-	-

* One Report
Surveyed February, March, April 1985
Total Reports 56

ADDITIONAL INFORMATION FOR PASTURE LAND

- 43% of agreements surveyed were for a term of 1 year. This was a decrease of 20% from 1984.
- 2% of agreements surveyed were for a term of 2 years. This was a decrease of 2% from 1984.
- 20% of agreements surveyed were for a term of 3 years. This was an increase of 12% from 1984.
- 13% of agreements surveyed were for a term of 5 years. This was an increase of 12% from 1984.
- 9% of agreements surveyed were for a term of over 5 years. This was a decrease of 2% from 1984.
- 13% of the surveys did not state a term. This was the same as the 1984 figure.

PROVINCIAL GRAZING RESERVES

REGION	# OF RESERVES/REGION	TOTAL ACREAGE/REGION	RATE/AUM FOR 1985	
Lethbridge	2 (Irrigated)	17,547	$10.20	
	1 (Non-Irrigated)	33,163	$ 8.50	
Medicine Hat	2 (Irrigated)	45,658	$10.20	
	2 (Non-Irrigated)	152,741	$ 8.50	
West Central	6	88,096	$ 7.65	* All rates unchanged from 1984
Edmonton	3	66,786	$ 7.65	
St. Paul	5	99,316	$ 7.65	
Peace River	5	120,529	$ 7.05	
Grande Prairie	5	75,567	$ 7.05	

CROWN LAND

REGION	TOTAL ACREAGE	RATE PER AUM	
Southern	3,100,000	$ 1.75	* All rates increased 6% from 1984
Central	800,000	$ 1.453	
North	1,800,000	$0.8725	

POINTS TO CONSIDER IN A CUSTOM HIRING AGREEMENT

Custom hiring is a business arrangement. As in all business arrangements, the agreement should outline the rights and duties of all the parties involved. A written agreement is advisable to avoid misunderstandings in case of a dispute. The following points should be considered in a custom hiring agreement.

Operations: The agreement should provide a description of the exact operations to be performed by the parties and the machines, materials and labor to be supplied by each party.

Timeliness: Significant losses can occur if an operation is not started or completed on time. To facilitate planning, a custom hiring agreement should include a schedule of operations for both parties. Such a schedule would be subject to weather conditions and crop maturity. Reasonable notice should be provided by each party when circumstances alter the schedule for operations.

Rate Schedule: The custom operator, for each operation to be performed, should stipulate his rate on the basis of acreage, time (week, day, hour) or total operation performed.

Payment: The agreement should stipulate the terms of payment for custom operations. The custom operator should bill the client on completion of each custom operation indicating the actual units (acres, hours, etc.) completed, the rate charged per unit, the total charge and the due date for payments.

Down-Time: The parties should consider a clause in the agreement, regarding responsibility for down-time as a result of machine breakdown.

Termination: The agreement should include a clause for a minimum period of notice for termination. A penalty should be stated for unjustified termination of the agreement.

Liability: The parties should consider a clause stipulating the responsibility for liability claims as a result of damage to personal property.

Management: The custom agreement should secure provisions that the custom operator will employ acceptable management practices in his operations.

For additional information and sample agreements for the above, refer to the publication "Custom Farming Agreement", Alberta Agriculture, Agdex 817-10.

MACHINERY CUSTOM CHARGE WORKSHEET[1]

Operation ..... Power Unit ..... Implement(s) ..... Acres/Hour .....

	Power Unit	Machine 1	Machine 2
FIXED COSTS PER HOUR[2]			
A. Depreciation	$ _____	$ _____	$ _____
B. Investment Cost	$ _____	$ _____	$ _____
C. Insurance & Housing	$ _____	$ _____	$ _____
D. Total Fixed Cost (A+B+C)	$ _____ (P)	$ _____ (R)	$ _____ (S)
E. Total Fixed Machine(s) Costs (P+R+S)			$ _____ (E)
VARIABLE COSTS PER HOUR[3]			
F. Fuel Cost	$ _____	$ _____	$ _____
G. Lubrication	$ _____	$ _____	$ _____
H. Repairs	$ _____	$ _____	$ _____
I. Total Variable Cost (F+G+H)	$ _____ (T)	$ _____ (U)	$ _____ (V)
J. Total Variable Machine Cost (T+U+V)			$ _____ (J)
K. TOTAL MACHINE COST PER HOUR (E+J)		$ _____ (K)	
L. LABOR COST PER HOUR		$ _____ (L)	
M. PROFIT MARGIN (20-50% of Variable Cost + Labor)		$ _____ (M)	
N. FULL COST + PROFIT (K+L+M)		$ _____ (N)	
O. TOTAL CHARGE/ACRE (N ÷ Acres/Hour)		$ _____	

1 May refer to Farm Machinery Costs as a Guide to Custom Rates.
2 Refer to Machinery Cost Worksheet and divide by annual hours of use.
3 Refer to Machinery Cost Worksheet.

MACHINERY COST WORKSHEET

Machine.....Original Cost.....Annual Hours of Use.....

Replacement Cost .....Sale Value.....Years of Use.....

FIXED COSTS (Calculated on Yearly Basis)

			Yearly Cost	Hourly Cost
1. Depreciation	= $\frac{\text{Replacement Cost - Cash Sale Value}}{\text{Years of Use}}$	$\frac{\$\ldots\ldots - \$\ldots\ldots}{\ldots\ldots\text{Years}}$	$ _____	
2. Investment Cost	= $\frac{\text{Original Cash Cost + Cash Sale Value}}{2}$ X Interest Rate	$\frac{\$\ldots\ldots + \$\ldots\ldots}{2}$ X .....%	$ _____	
3. Insurance & Housing	= Original Cash Cost X 1%	$..... X .....%	$ _____	
4. TOTAL FIXED COSTS PER YEAR			$ _____ (A)	
5. TOTAL FIXED COSTS/HOUR	= Total Costs/Year/Hours of Annual Use	$..... ÷ $.....hr		$ _____ (B)

VARIABLE COSTS (Calculated on Hourly Basis)
(use following formulas if actual costs are not known)

1. Fuel Cost	= Litre/Hour X Price/Litre	..... X $..... X	$ _____	
2. Lubrication	= Fuel Cost X 15%	$..... X .....%	$ _____	
3. Repairs	= $\frac{\text{Original Purchase Price X Annual Repair Rate}}{\text{Hours of Annual Use}}$	$\frac{\$\ldots\ldots \text{ X } \ldots\ldots\%}{\ldots\ldots\text{hrs}}$	$ _____	
4. TOTAL VARIABLE COSTS PER HOUR				$ _____ (C)
5. TOTAL VARIABLE COSTS PER YEAR	= Total Variable Costs/Hour X Hours of Annual Use	$..... X .....hr	$ _____ (D)	

TOTAL COSTS PER YEAR (A+D) = $..... + $..... $ _____

TOTAL COSTS PER HOUR (B+C) = $..... + $..... $ _____

PUBLICATIONS

The following machinery and land rental publications are available from your local district agriculturist office, Print Media Branch, 7000 - 113 Street, Edmonton, Alberta, T6H 5T6, or the Farm Business Management Branch, Box 2000, Olds, Alberta, T0M 1P0.

Capital Cost Allowance - Tables for Quick Calculations

Capital Cost Allowance Provisions After the 1981 Budget, Agrifax November 1982 (FS837-15)

Custom Farming Agreement, January 1981 (Agdex 817-10)

Custom Feeding - Is It An Economical Alternative? August 1984 (Agdex 812-8)

Directory of Custom Operators in Alberta - 1986

Economics of Alternative Methods of Anhydrous Ammonia Application, Agrifax March 1983 (FS825-14)

Farm Machinery Costs As A Guide To Custom Rates, Spring 1986 (Agdex 825-4)

Know Your Farm Machinery Costs, January 1984 (Agdex 825-6)

Land Clearing and Breaking Costs, September 1984 (Agdex 825-8)

Land Leasing Agreements in Alberta, with Worksheets & Sample Forms, 1979 (Agdex 812-4)

Leasing Cropland in Alberta, June 1981 (Agdex 812-5)

Leasing Farm Machinery, Agrifax June 1985 (FS825-13)

Leasing versus Buying Farm Machinery, May 1985 (Agdex 825-19)

Pasture Rental Decision Kit, 1980

Replacing Farm Machinery, July 1984 (FS825-18)

What is a Fair Charge for Custom Work?, Agrifax July 1983 (FS825-15)

METRIC CONVERSION TABLE

1 hectare (ha)	=	2.5 acres	1 acre	=	.4 hectares
1 kilometre (km)	=	0.625 miles	1 mile	=	1.6 kilometres
1 metre (m)	=	3.3 feet	1 foot	=	.3 metres
1 centimetre (cm)	=	0.39 inches	1 inch	=	2.5 centimetres
1 kilogram (km)	=	2.2 pounds	1 pound	=	.45 kilograms
1 tonne (t)	=	1.1 tons or 2200 pounds	1 ton	=	.91 tonnes
1 tonne (t)	=	36.7 bu of wheat	1 bu of wheat	=	27.3 kilograms
	=	45.9 bu of barley	1 bu of barley	=	21.8 kilograms
	=	64.8 bu of oats	1 bu of oats	=	15.5 kilograms
	=	44.1 bu of rapeseed	1 bu of rapeseed	=	22.7 kilgrams
1 litre (L)	=	0.22 gallons	1 horsepower	=	.75 kilowatts
1 kilowatt (kW)	=	1.34 horsepower			

1 kilogram per hectare = 0.9 pounds per acre (approximately)

1 pound per acre = 1.1 kilograms per hectare (approximately)

If a fertilizer recommendation is given in kilograms per hectare and the machine is calibrated in pounds per acre, set the machine at 10 per cent less than the recommendation to obtain the desired rate.